

United States Jobs Expertini®

Regional Sales Leader - Waterproofing

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Company: Polyglass USA, Inc. / Mapei Group

Location: United States

Category: other-general

Regional Sales Leader – Waterproofing, Building Envelope Solutions – Northern California You love the excitement and challenge of new product launch and startups Join Mapei-Polyglass as our growth and expansion continues where your hard work and expertise will finally be rewarded! Positions will be remotely based (home and travel) What you get to do: Champion newly launched brand of building envelope products within the Northern California territory (Bay Area or North), including below-grade waterproofing, air/vapor barriers under the direction of National Manager, Building Envelope Cultivate new relationships and leverage existing ones with specifiers (Architects, Engineers, Building Owners, Building Consultants), Contractors / Applicators, Distributors and all others involved in purchasing decisions, writing specifications, bidding out commercial construction projects and awarding projects Develop a long-term position for Polyglass in this market segment Demonstrating the effectiveness of Polyglass, USA's pre-applied and post-applied waterproofing technology to targets in the waterproofing market Effectively manage territory by prioritizing meetings and target opportunities Present a compelling product value proposition for Polyglass Building Envelope products over competition based on price, quality, innovation, service and other factors Collaborate with Polyglass roofing product teams, Marketing, Product Management, Warranty Services, Operations and other groups The skills, experience and history of success you bring to our team: 4 + years' experience effectively within waterproofing industry, with experience in below-grade / blind-side waterproofing coatings and membranes, air/vapor barriers and other relevant commercial waterproofing systems is required. Sales or Project experience from a Manufacturer, Distributor, Contractor or

Consultant will be considered. Strong understanding of the competitive landscape for this product group including sales process, contractor base focused specializing in building envelope projects, manufacturers, specifiers, distributor channel and more. Robust network of established relationships with purchasing decision-makers and influencers in the building envelope and waterproofing market. A communication style and natural energy tailored for delivering effective presentations to Architectural firms and other specifier audiences. Ability to recognize opportunities, trends in the market, competitive landscape to pro-actively secure new business. Travel 50%, or additional amount if needed, to effectively reach personal, regional and company sales objectives. Bachelor's Degree in Business or related field or equivalent work experience. Experience working in a start-up environment with newly launched product lines and ideas on furthering a go to market strategy is desired. Experience in strictly new business development structure is desired. Must live within assigned territory and have a strong knowledge of local market, including established relationships with specifiers, contractors (GC's and waterproofing contractors), distributors and other key decision makers. This is the ideal role and organization for you because you have the strategic skill set and excellent knowledge of the building envelope and blind-side waterproofing market and you're excited to be on the ground floor of Polyglass USA's new line of business! You seek out an agile, successful, growth-oriented and values driven organization where you can thrive without burdensome bureaucracy. Explore this highly visible and strategic role and get excited about your career again! Take a look at why so many of our team members continue their careers with Mapei-Polyglass! Life at Polyglass

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